1. Here is first **challenge** for you.   
   This is a simple Challenge.   
   But it is really important to get you started in thinking about **our questioning habits and routines**.
2. Now, if there are only two really fundamental types of questions, the challenge is this, everyday conversation, which of those two do we use the most?
3. **Now, I strongly recommend you to do is over the next few days, just start to notice in conversation, either when you are speaking and/or when you are observing others in conversation, which of the two types of questions do people use the most?**
4. And I am willing to bet that what you will find is typical everyday conversation, most of the people use an **awful lot of Close Questions**.  
   **Did you** see the football last night?  
   But in reality, what happens is people answer them as if they are **Open Questions**.  
   So, it would be very unusual to say somebody, just “Yes”. Actually, they will go on and give you a pretty full answer.   
   But that is not down to your questioning skills. and superior communication quality.  
   Basically that is just Social Conversation (Where We ask closed questions and still people give full answers instead of Yes or No) and people are animated and excited and of course **Closed Questions** can still get that sort of information from People but the harsh reality is the questioner is not the person in control of that and We will explore that more further.
5. So as a simple challenge, just find out which is the **type of questions we habitually** use the most.